

**AWARD NOMINATION  
SMALL BUSINESS PARTNER OF THE YEAR**

(For presentation at the Annual Small Business Awards ceremony  
June 2003)

**Bureau: Internal Revenue Service**

- 1) Please provide the following company information:

**Company Name:** Pragmatics Corporation

**Address:** 7926 Jones Branch Road, Suite 711  
McLean, VA 22102

**Telephone Number:** (703) 761-4033

**President/Owner/CEO:** Dr. Long Nguyen

**Business Type (check all that apply):**

☒ Small      ☐ SDB      ☐ 8(a)      ☐ Women-owned  
☐ HUBZone      ☐ Veteran-owned      ☐ Service Disabled Veteran-owned

- 2) Please describe how this small business has excelled in the past year in the performance of their contract. Additionally, please provide a brief profile of the firm in your description.

In the past year, Pragmatics has had a variety of Task Orders under the TIPSS-2 contract. Whether the tasks have involved full lifecycle development (analysis design, development, testing, deployment, training and documentation); or redesign, back up and recovery, and enhancements such as security or Oracle Enterprise Manager; or media administration support; the one constant has been superior performance. In Completion Task Orders, Pragmatics consistently comes in under cost and ahead of schedule. Additionally, our customers rave about the quality of the personnel and the work performed. One COTR sent a succinct, unsolicited e-mail regarding Pragmatics. . . "good deliverables of high quality."

Working with changing requirements and budgetary constraints with another customer, Pragmatics provided revision after revision to their proposal to meet the customer's changing needs. The 8 revisions did not modify the original technical proposal, but grouped the new requirements into separately priced items

so that the customer could choose what they could afford. Pragmatics' tenacious desire to meet the customers needs, led to a successful completion and happy customer.

Pragmatics not only excels at technical solutions, but is very sensitive to individual factors such as cost, security, and IRS culture. The company has depth and breadth in their understanding of the IRS organization and is very adept at working with a wide range of clientele.

All of these factors are strong indicators as to why Pragmatics was awarded the Organization Modernization Architecture and Integration Task, one of four components of Organization Modernization. Winning this award, as a small business competing against very large businesses, speaks to Pragmatics' exceptional ability and performance.

Working with Pragmatics as Contracting Officer and Lead Contracting Officer's Technical Representative is a pleasure. We would love for Pragmatics to receive the recognition they deserve!

In 1985 CEO and founder, Dr. Long Nguyen, left his teaching position at Georgetown University to start Pragmatics. Since then Pragmatics has been on a mission to provide top-notch customer satisfaction through hard work, leadership and technical excellence. After only a few short years, Pragmatics has been recognized as an industry leader in their field. They have successfully completed over 170 projects for 60 different clients in the Federal Government and Industry. Pragmatics constantly strives to exceed their customers' expectations. As an externally-certified SEI CMM Level 3 firm, they use structured software engineering procedures to deliver IT solutions on time and within budget.